



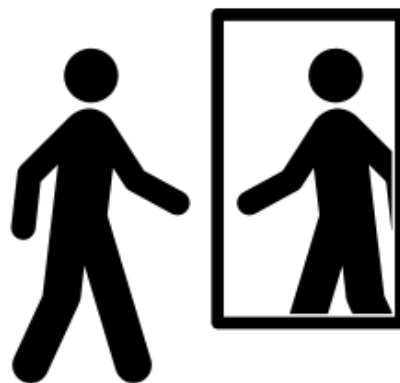
# Mirror, Mirror on the Wall

## Using Simple Tricks to Be People Curious in Conversations

### At a loss for words? Use the ones they gave you!

Who doesn't like feeling heard? One of the easiest techniques you can practice to show people you are listening is to mirror what they say back to them.

Just repeat a few of their words back to them. It should be something they've said that interests you or that you want to know more about. It doesn't even need to be a complete sentence – even just an inquisitive phrase can draw out a story. It's a simple technique to get people talking and sharing more!



Repeating the last couple of words back to folks as a question is automatic invitation. "Tell me more!" it signals to the person. When you mirror someone, look them in the eye and show them you're really interested – it's a powerful experience.

### Try it Yourself!

Imagine you're talking to someone and this back and forth happens...

How was your weekend?

Great! I went to a French baroque art lecture, had a great brunch with my college friends, got to pet an ocelot, and played frisbee with my dog!

Which of those is most interesting to you? What phrase would you mirror back?

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### Keep Doing It!

The best way to practice this skill is just to do it. For the next week, see how many times you can mirror others in the conversations you have each day. Use the technique with park users, co-workers, friends, and your family. How did they react? How did it feel? What new things did you learn about others?

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